

CONFIDENTIALITY NOTICE: The information contained in this email (and any attachments) is privileged and confidential and protected from disclosure. If you are not the intended recipient of this email or the attachments, be aware that any disclosure, copying, distribution or use of this email or any attachment is strictly prohibited and you should not read the message or read or open any attachment. If you have received this email by mistake, please immediately notify the sender and delete it permanently from your system. Agri Stats, Inc. and its subsidiaries will not be held liable to any person or entity resulting from the unintended or unauthorized use of any information contained in this email.

Sent via my Blackberry



HIGHLY CONFIDENTIAL AGSTAT-P-0002620767

### **Document Produced in Native Format**

CONFIDENTIAL CLMNS-0000529020

CASE 0:18-cv-01776-JRT-JFD Doc. 2030-3 Filed 08/31/23 Page 9 of 28



THE LEADER IN CUSTOMER SOLUTIONS

### Primal Strategy Butts



### CLEMENS

THE LEADER IN CUSTOMER SOLUTIONS



### Final Transcript

SMITHFIELD FOODS, INC.: 2015 3rd Quarter Results

October 28, 2015/9:00 a.m. EDT

### **SPEAKERS**

Keira Lombardo – Vice President of Corporate Affairs Ken Sullivan – President and Chief Operating Officer Glenn Nunziata – Chief Financial Officer

### **ANALYSTS**

Brian Hunt – Wells Fargo Hale Holden – Barclays Lisa Deng – Goldman Sachs

### **PRESENTATION**

Moderator

Ladies and gentlemen, thank you for standing by, and welcome to the Smithfield Foods 2015 Third Quarter Results conference call. At this time all participants are in a listen-only mode. Later we will conduct a question and answer session. Instructions will be given at that time. (Operator instructions.) And also, as a reminder, today's teleconference is being recorded.

SMITHFIELD FOODS, INC. Host: Keira Lombardo October 28, 2015/9:00 p.m. EDT Page [ PAGE ]

G. Nunziata

Thank you.

B. Hunt

My first question is more a broad question. When you look at the recent announcement out of China that they're listing trade sanctions on multiple pork plants and distribution centers, and we've also seen the stats that there's been significant pork inflation in China and a decline in the sow population, can you give us an idea what your exports are year-to-date and what the outlook is for export growth into Asia over the next year, in your opinion?

K. Sullivan

Sure. Brian, this is Ken. I'll handle that question. The facts are our exports are up about 40% year-over-year to China. So we continue to develop these programs with Shuanghui Development, our sister company. In fact, just last night I was on a conference call talking about yet another deal that we're trying to move forward with there, so bottom line, exports volume to China is very good.

The idea of the restrictions being lifted for other pork companies is not a negative for us. We view that as a positive. The fact is the more US pork that gets out of the country, the better for the values of the meat that

SMITHFIELD FOODS, INC. Host: Keira Lombardo October 28, 2015/9:00 p.m. EDT

Page [ PAGE ]

remains in the United States. And so on a net net basis, the idea that some

of our competitors would begin to export in the Chinese marketplace is not

a negative.

As you may know, China bans ractopamine. We have the competitive

advantage as it relates to our China exports, because we've got the ability

to control our feed regimens and we control the pig supply, and so we've

got an advantage. That's not to say that others don't have ractopamine

free production. In fact, increasingly, we see other packers are developing

ractopamine free programs, and so-but on a net basis, again, we're not at

all discouraged by that. We think that the more pork that flows out of the

country, the better.

B. Hunt Great. My next question is, and I will not argue with you, your packaged

meats business has done well year-to-date. However, when I look at Q3,

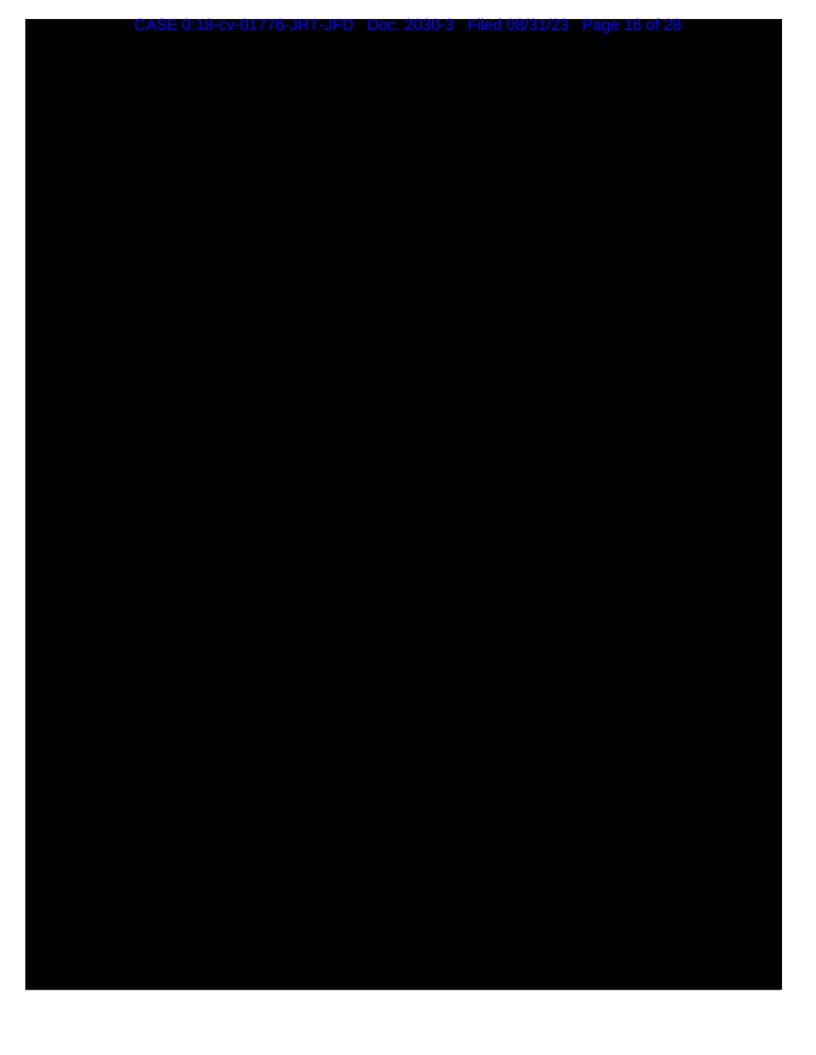
margins were down in round figures 450 basis points sequentially after

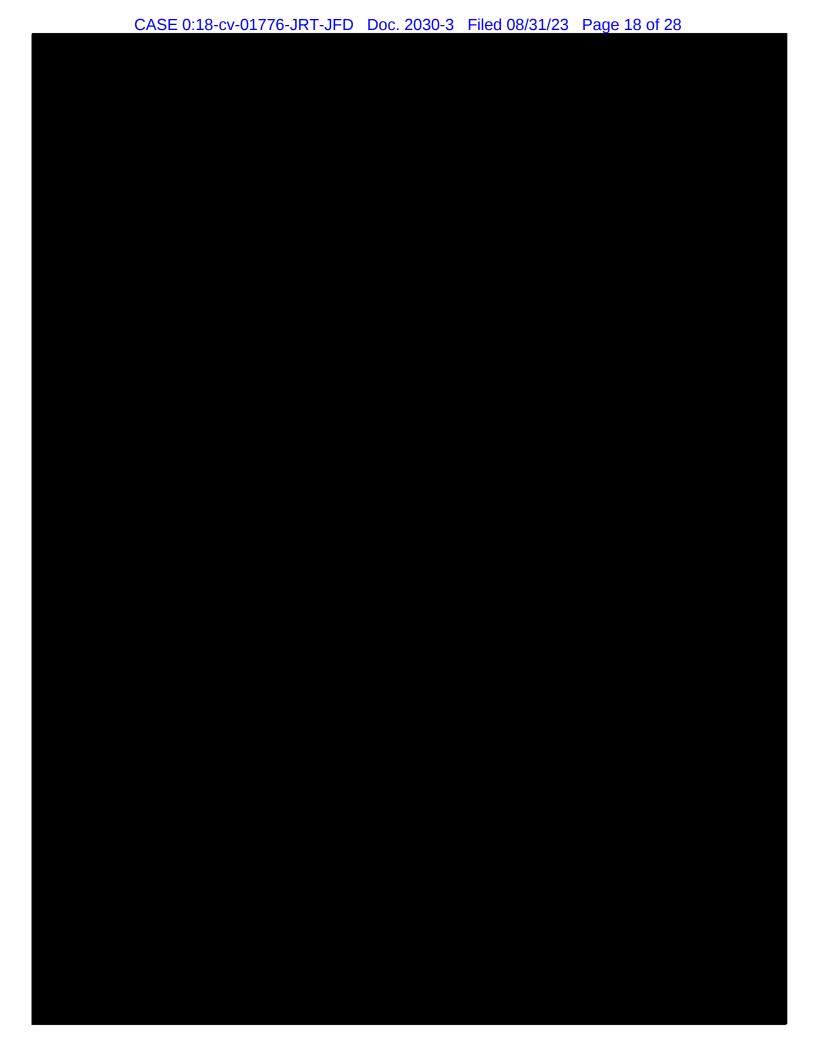
showing very strong year-over-year positive comparisons in Q1 and Q2. I

was wondering, can you explain the sequential change? Was there startup

costs in a plant, promotional costs? What's driving the margins back

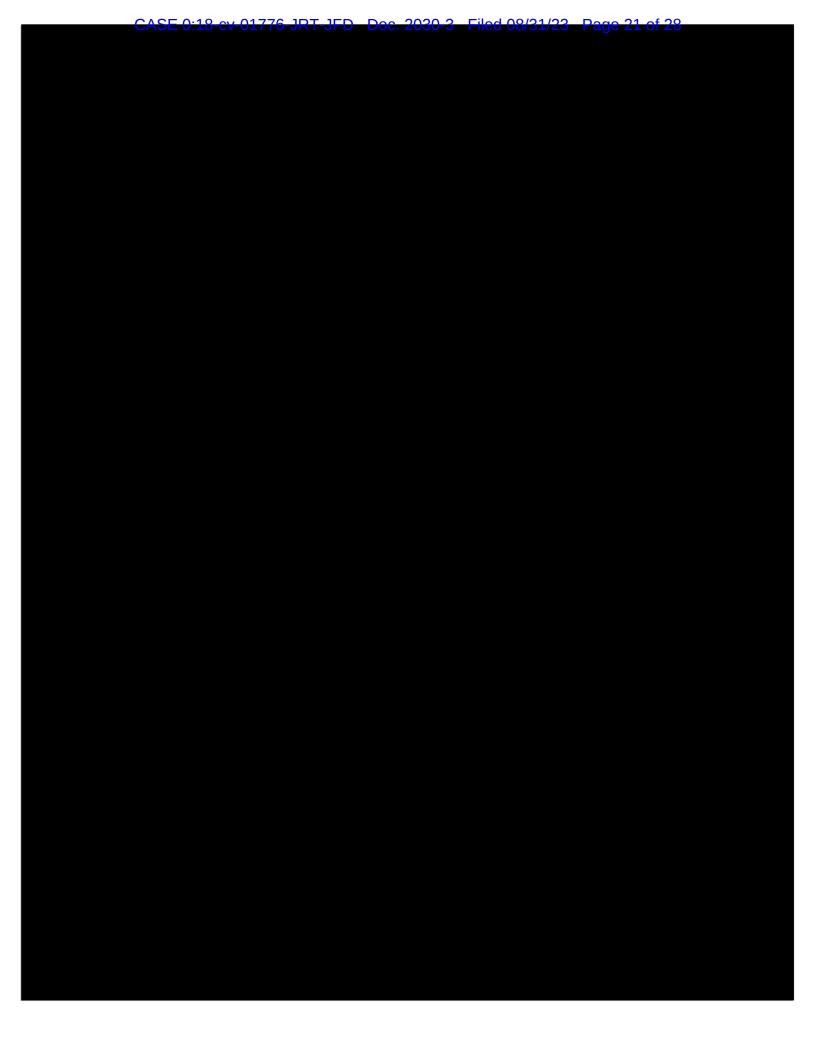
down to the high single-digit level?





HIGHLY CONFIDENTIAL AGSTAT-P-0002621454

CONFIDENTIAL AGSTAT-P-0002621455



### **PRODUCED IN NATIVE FORMAT**



